

Message Text

UNCLASSIFIED

PAGE 01 DAMASC 07706 101444Z

64

ACTION AID-20

INFO OCT-01 NEA-10 ISO-00 /031 W
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R 100809Z NOV 76
FM AMEMBASSY DAMASCUS
TO SECSTATE WASHDC 449

UNCLAS DAMASCUS 7706

FOR: NE/CD, SER/ENG, NE/ME

E.O. 11652: NA

SUBJECT: DAMASCUS-DERA'A HIGHWAY CONSULTANT SHORTLIST

REF: STATE 273536

1. HAVE RECEIVED MINCOMM APPROVED SHORTLIST OF EIGHT
QUALIFIED U.S. FIRMS FOR DAMASCUS-DERA'A HIGHWAY CONSULTING
SERVICES AS FOLLOWS:

A) AMMAN & WHITNEY

B) LOUIS BERGER INT.

C) DMJM/TAMS

D) EDWARDS AND KELCEY INT.

E) FREDERICK R. HARRIS

F) HOSKINS-WESTERN-SONDEREGGER

G) LYON ASSOCIATES/C.E. MAGUIRE INC.

H) WILBUR SMITH AND ASSOC.

2. PREQUALIFICATION MADE BY MINCOMM ESTABLISHED COMMITTEE
OF FIVE PERSONS, WITH OBSERVATION/PARTICIPATION OF GROCEMAN,
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SER/ENG. AID CONCURRENCE HAS BEEN GIVEN TO ABOVE

ALPHABETICAL LIST OF U.S. FIRMS WHO MADE TIMELY
REPOSE TO CBD ADVERTISEMENT. WILL POUCH COPY OF
MINCOMM ORDER AND COMMITTEE REPORT AS SOON AS
TRANSLATED.

3. COMMENT: PHONE INQUIRES FROM U.S. FIRMS WHO HAVE
RECEIVED INFO FROM QUOTE CONTACTS IN SYRIA END QUOTE
WILL BE FAIRLY STANDARD SCENARIO. WE EXPERIENCED
IT HERE, BOTH ON THIS PROJECT AND FOR 276-J-008;
NOT ALL THE QUOTE CONTACTS END QUOTE ARE REALIBLE,
SINCE SOME OF THE HOT TIPS WE HAVE HEARD COULD ONLY
BE DESCRIBED AS WILD. THERE IS NOTHING CONFIDENTIAL
ABOUT THE RESULTS OF THE PREQUAIFICATION COMMITTEE
ACTION, EVEN BEFORE IT IS FORMALLY VETTED BY THE
MINISTER. IN VIEW OF THIS, THERE IS NEVER A LEAK, AND
NO QUOTE PROBLEM END QUOTE. WE SUGGEST THAT ALL THISBE
PATIENTLY EXPLAINED TO PERSONS MAKING INQUIRY, THAT IS
OUR APPROACH, AND IT HAS WORKED ACCEPTABLY HERE. HAPPILY,
WE DID NOT HAVE MUCH OF A PROBLEM IN THE SELECTION PROCESS
FOR FIGEH'S NEGOTIATIONS WITH GILBERT. WE SHALL MAKE
EVERY EFFORT TO DUPLICATE IT FOR THIS PROJECT.
PELLETREAU

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NNN

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